

## A Practical Memorial

COMMON sense characterizes many of the activities of the Salvation Army, and in none more than in connection with the proposed memorial to Gen. Booth, father of the movement. The memorial will not take the form of a statue, or a row of columns, or a tablet of bronze, or a gorgeous tombstone, or anything that cannot live or serve mankind.

Gen. Booth's memorial will be a great training school for settlement workers—a school where men and women can go to learn how they can best devote their time, effort, and intelligence for the betterment of the unfortunate, the needy, the sick, the helpless, and the deserving but submerged.

"The submerged tenth" it has been called—the great body of human beings who have been unable to rise above adverse surroundings and to create or at least to influence their own environment.

A memorial to a great man or woman who has well served his fellow humans and whose life and memory offer stimulus and example to succeeding generations, need not necessarily be unbecomingly because it happens to be practical. Money is mighty scarce in this world for any use not based on expectation of profit. What money can be had in recognition of the work of the world's faithful servants, ought, as a rule, to be devoted to some end that will mean a definite continuation of the work of social betterment which every great soul doth delight in and feed upon. Parks, playgrounds, hospitals, schools, boulevards, baths, facilities of any kind for the self improvement, the wholesome recreation, the physical, intellectual, moral, spiritual betterment of the people—all these are good and worth while. It is only the exceptional statue that really lifts the world's thought and life upward—only the exceptional tombstone that compels to contemplation of the highest good, which is service to mankind.

The Gen. Booth memorial, the school for settlement workers, will live; and through its beneficent activities the man whose service it commemorates will achieve immortality in a way that all can understand. It really rests with the race of the living, to make their great men immortal, by continuing their helpful lives in this very world.

## Where Everybody Shares the Profit

"SHOP EARLY"—no other national movement that has been started in the last few years has swept into universal favor so quickly as this. Generally speaking, the bulk of Christmas shopping has been dated back at least a week on the average, and many shoppers are learning to take advantage, in the first weeks of December, of the unbroken stocks, uncrowded stores, and untended clerks. The terrible crush and disappointment of Christmas eve has been largely done away with, and even last year, when Christmas eve arrived, merchants had only a few tag ends left and expressed universal satisfaction with the way business went during the days and weeks preceding the holidays.

Last year the postoffice and express people also felt the good effects of the "Shop Early" campaign. The packages for transportation and delivery were much better distributed over the days than they used to be. There was no such tremendous accumulation of matter on the last day and on Christmas itself, as there used to be. Everybody went about his work with greater zest, and everybody was better satisfied with the world and with his own part in it, than could ever have been true in former years under the terrific rush and congestion that always accompanied the Christmas period.

In no better way than by thus taking thought for one's fellow humans, could the real Christmas spirit be shown.

But it is worth while to remind merchants that they also have duty and responsibility. Shoppers are heard to complain already that some merchants have not yet placed their Christmas stocks on display. The most earnest efforts to "shop early" have been met in some instances by the small-town, careless reply, "O we haven't got our Christmas goods out yet." The merchants have everything to gain by cooperating to the fullest extent in the "Shop Early" campaign. It means more goods sold, more money, more profit, better satisfied customers, more contented employees.

And for the people generally, it is well to remember that the edge is taken off the enjoyment of a Christmas gift when it arrives late. Better a week early than a day late.

## Our Immense Foreign Trade

FOREIGN trade of the United States will cross the \$4,000,000,000 line this year. Its highest former record was \$3,626,000,000 in 1911, and it only crossed the \$3,000,000,000 line for the first time in 1906 and the \$2,000,000,000 line in 1899. Imports of this full year will approximate \$1,800,000,000 and the exports \$2,200,000,000, or approximately \$4,000,000,000, against \$3,626,000,000 in 1911.

Imports have doubled in value since 1901 and exports have doubled since 1904. The exports of domestic products, which had never touched the \$2,000,000,000 line until 1911, will in 1912 approximate \$2,250,000,000.

A striking feature of the rapidly enlarging import trade is the increase in importations of non-durable merchandise. Returns thus far received indicate that the quantity of non-durable merchandise entering during the year will pass the \$1,000,000,000 line. The value of duty-free merchandise entering the country a decade ago, in the calendar year 1902, was \$400,000,000; in 1905, \$530,000,000; in 1911, \$794,000,000, and in 1912 \$1,000,000,000.

In the single year 1912 imports show a growth of more than \$250,000,000, and exports a growth of over \$200,000,000 when compared with the immediately preceding year. The growth in imports occurs in all the great groups—foodstuffs, manufacturers' materials, and finished manufactures; that in exports occurs chiefly in manufactures.

This increase in foreign trade, while distributed among all the grand divisions except Africa, is especially apparent in the trade with our neighbors on the American continent. Imports from Canada and Mexico in the nine months for which detailed statistics are now available increased \$60,000,000 over the corresponding period of 1911; those from South America, \$37,000,000; while exports to Canada and Mexico in the same period increased \$65,000,000 and those to South America, \$14,000,000. Imports from Canada and Mexico increased about 25 percent. Exports to Canada and Mexico in the same period show an increase of 18 percent, those to South America 16 percent, those to Asia 30 percent.

"All I want for breakfast," says Dayfield, "is a few kind words and a grape." But why the grape? Is it not superfluous according to the new philosophy?

## One-Sentence Philosophy

### POINTED PARAGRAPHS.

(Chicago News.)

An engaging woman isn't necessarily engaged frequently.

An ecstasist is always telling you what he said to somebody else.

A man knows a dozen infallible cures for a cold—until he gets one.

It is always the chap with the short end of it who advocates equality.

Paradoxical though it may seem, the world "trusts" exactly a lot of suspicion.

Some people are so industrious that they have nothing else to do they try.

It is well to be sure you are right before going ahead, and it is just as well to be sure you are wrong before backing out.

### QUAKER MEDITATIONS.

(Philadelphia Record.)

The level-headed man is seldom a knicker.

If we have the bachelor girl, why not the old maid man?

Jack Frost is taking a wee nip. And others follow suit.

The average man pays a lot for his experience, but it is generally worth it.

Neither the optimist nor the pessimist is ever quite as happy or as unhappy as he thinks he is.

There is one respect in which a man resembles a fish. He can avoid a lot of trouble by keeping his mouth shut.

Blubber—When the chap with the short end of it takes a day off, you find a woman doing the dishes.

—No woman generally takes a couple of years off.

### GLOBE SIGHTS.

(Athens Globe.)

When whisky talks it also speaks in price.

To grow old gracefully, a man should get gray before he gets bald.

Coming right down to brass tacks, are you sure you are any real friends?

Nearly every smoker deprecates the fact that the others are so careless with matches.

An optimist is one who expects too much but is good at concealing his disappointment.

No, Geraldine, you are mistaken in the notion that the retired campaigner has secured employment with the weather bureau.

Man's questions regarding a woman whom he is interested in show pretty well that he is interested in her.

Is she interested in him? Can she cook? Woman's question concerning a man, under similar circumstances: How much does he earn?

### REFLECTIONS OF A BACHELOR.

(New York Press.)

Fun that you buy is soon spent.

The difference between a shape and a figure is the business of the dresser.

About three times a day I feel tempted to do something like that, help a man a lot more than I can.

Some men are so crafty they carry two pocketbooks, one to hold their money and the other to show their poor relations.

Just seems as if people who are getting into debt are like people who want to drown in deep water.

## Dona Ana County's Roads

By Francis Lester, Secretary Treasurer of Dona Ana County Road Board.

Mezulla Park, N. M., Nov. 27.

Editor El Paso Herald:

I notice with more than passing interest Col. Newsum's effusion in your issue of November 21.

Col. Newsum assumes that Las Cruces has lost the Borderland route. The assumption is incorrect.

Col. Newsum assumes that Las Cruces was out on the Borderland route when the Borderland route was first created, and Col. Newsum can depend upon it that it is in the hands of the Borderland route.

Col. Newsum assumes that Las Cruces is the leading citizens of Las Cruces and of the valley, both above and below, who have worked for this route are not going to see their efforts come to naught.

The Charges of Bad Faith.

Col. Newsum charges that Dona Ana county with bad faith in road building.

He says that a solemn agreement made several years ago, to construct a road from Anthony to Las Cruces, has been broken.

This charge has been made and is being made by Col. Newsum, and it is the issue of the Rio Grande Republican of last May he was fully answered.

But because people forget, I wish to state the issue of again concerning this false charge of bad faith on the part of Dona Ana county.

The road from Anthony to Las Cruces was built by Dona Ana county to build a paved road from Anthony to Las Cruces without any definite time, as it would have involved the immediate loss of the state line for the very road.

Col. Newsum has never had the money to build between these points any such road, and he has never had the money to build the road from Anthony to Las Cruces.

The state line for the very road, and sufficient reason that he has only a small fraction of the taxable wealth of El Paso county.

How Main Road Was Built.

A few years ago there was no road between Mezulla Park and Anthony, except a trail that was barely passable in a few spots.

A great change has been brought about, and within the past four years the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

The details of the expenditures made on this road were set forth in the answer to Col. Newsum's charges in the Rio Grande Republican of last May.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

There is no one who knows better than Col. Newsum that the road from Anthony to Las Cruces has been opened up and a fairly good road constructed.

## ABE MARTIN

SPECIAL TO DAY

SODAS

MUFFINS

THIS MORNING

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE

THEY WERE